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MEMORIAL

FROM

THE FRUIT GROWERS OF CALIFORNIA

TO

THE TRANSPORTATION COMPANIES

1901

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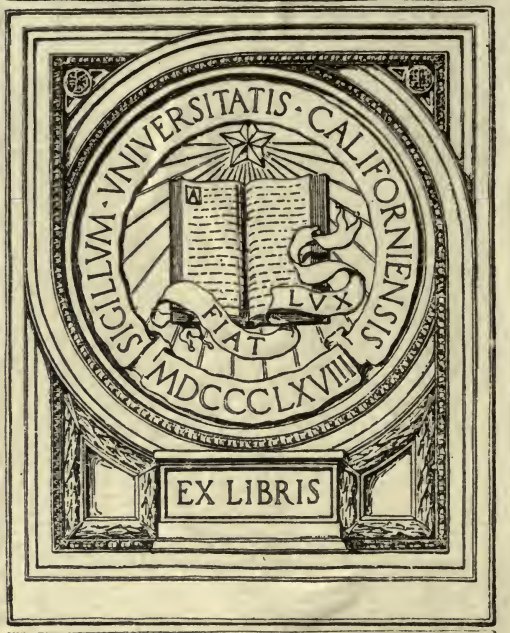
STATE OF CALIFORNIA



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California fruit growers' and shippers' association

MEMORIAL

FROM

THE FRUIT GROWERS OF CALIFORNIA

TO

THE TRANSPORTATION COMPANIES

ASKING FOR A QUICKER TIME TO POINTS IN THE EAST, AND FOR AMENDMENT OF THE MINIMUM CARLOAD.

UNIV. OF CALIFORNIA

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CONTENTS.

PAGE.

Preamble and Resolutions 5- 6

Memorial by Committee on Transportation 6-11

Letters of Indorsement from—

A. J. Hechtman, Vice-President Porter Bros. Company 12

Geo. B. Katzenstein, Vice-President Earl Fruit Company 12

Frank H. Buck, Vacaville 13

W. J. Wilson & Son, Newcastle 14

F. de Gomez, Manager Auburn Fruit Company 15

A. G. Bell, Manager Colfax Mountain Fruit Company 16

H. E. Butler, Manager Penryn Fruit Company 16

Geo. D. Kellog, Newcastle 17

A. H. Naftzger, President Southern California Fruit Exchange 17

Pinkham & McKevitt, Vacaville 18

F. E. Wright, Secretary Sacramento Development Association 19

Sgobel & Day, New York 20

James S. Watson, President Porter Bros. Company, Chicago 21

F. E. Fletcher, Manager Porter Bros. Company, Boston 22

R. J. Frazer, Manager Earl Fruit Company, Philadelphia 23

S. J. Palmer, Secretary Porter Bros. Company, Minneapolis 24

C. E. Thurston, Manager Earl Fruit Company, New York 24

A. H. Brown, Manager Earl Fruit Company, Boston 25

C. M. Mohr, Manager Earl Fruit Company 26

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UNIV. OF CALIFORNIA

MEMORIAL

— FROM —

THE FRUIT GROWERS OF CALIFORNIA

— TO —

THE TRANSPORTATION COMPANIES.

On February 15, 1901, the Transportation Committee appointed at the Fruit-Growers' State Convention held in San Francisco, December 4–7, 1900, through its Chairman, R. D. Stephens of Sacramento, filed with the proper officials of the Southern Pacific, Santa Fé, and Union Pacific Railway Companies the following Memorial and indorsements.

This action was immediately followed by filing copies of the Memorial with the Chicago, Milwaukee & St. Paul; Chicago & Northwestern; Illinois Central; Erie Dispatch; Lake Shore & Michigan Southern; New York Central & Hudson River; Pennsylvania Railway Company; R. G. W., D. & R. G., A. T. & S. F.; Chicago, Burlington & Quincy, and other roads handling California fresh fruit shipments:

We, the undersigned, the chosen representatives of the fruit-growers of the State, beg to submit the following for your consideration:

We Are Acting under Instructions passed by the unanimous action of the growers in convention assembled.

These instructions are contained in a preamble and resolutions adopted at the Fruit-Growers' State Convention held in the City of San Francisco, December 4–7, 1900, as follows:

Whereas, The shipment of perishable fruits from the State of California to Eastern markets has not kept pace with the development and increase in all other varieties of our products, and the shipment of the same has, especially the last season, been attended with severe losses to all growers and shippers; and,

Whereas, It is a fact that unless measures are devised to relieve the present situation, the greater portion of our shipping fruits will have to be worked over into drying or

canning varieties, thus relieving us of one great outlet for the products of our orchards; and,

WHEREAS, A careful examination of all conditions relating to the existing state of affairs has unanimously convinced us that an irregular and inadequate transportation service is responsible to a large degree for the conditions and causes above mentioned; therefore, be it

Resolved by the Growers and Shippers in State Convention assembled, That we demand an improved transportation service, and a schedule time to all the Eastern markets from the companies transporting these products for us, as a measure for our relief and one that will redound to their great good; and be it further

Resolved, That we request said service and time to approximate a delivery of cars to Chicago and similar points in six days, and to New York and Atlantic Coast points in eight days; and be it further

Resolved, That we appoint and designate the Transportation Committee, as appointed at this meeting, on December 5, 1900, as our representative in this matter; and be it further

Resolved, That said Transportation Committee be hereby directed to forthwith place themselves in communication and conference with the representatives of all transcontinental transportation companies, to the end that we may as speedily as possible be advised whether we can expect the desired relief and arrangements for the coming shipping season; and be it further

Resolved, That in the event of said Transportation Committee deeming their efforts unavailing and unsatisfactory, that they request in writing the President of the State Board of Horticulture to again call the growers and shippers of the State together in convention to deliberate and decide upon a further course of action to pursue.

The preamble sets forth reasons for the prayer of the resolution, which is, that a *definite time schedule* be arranged and adopted by the transportation companies for the carrying of our green deciduous fruit to Eastern markets.

The time asked for by the growers is "*six days to Chicago*" and similar points, and "*eight days to New York*" and similar points.

Having been selected by the growers of this State as their representatives, we believe it to be our duty to set forth in detail some of the many reasons why the relief asked for should be granted.

It is believed that if such a schedule is adopted and faithfully carried out, great relief will come to the deciduous fruit interests of the State.

It is this belief that actuated the growers not to make a further request for a *reduction in either freight or refrigeration charges, at this time*, not but what they feel that the deciduous fruit interests are greatly handicapped by additional transportation charges in comparison with similar charges against citrus fruit. For instance, it costs but $325 to ship a 26,000-pound carload of oranges to New York, Boston, or any destination on the Atlantic Coast, while it costs $415 to Chicago, $520 to New York, and about $545 to Boston, including refrigerating charges, for deciduous fruit, thus showing an additional cost for transportation of *from $90 to $220 against deciduous fruit.*

The perishable nature of our deciduous fruit, together with the fact that it is *shipped during the hottest days in the year—June, July, August, and September*—makes it necessary to ice the cars, an expense almost wholly unnecessary in shipping citrus fruit, for the reasons, first, that

it is less perishable; second, the great bulk of the crop is shipped in the winter and early spring—December, January, February, and March.

Another great disadvantage the deciduous growers labor under is the fact that it costs a great deal more to pick, box, and pack a carload of their fruit than it does a carload of citrus fruit. This additional cost is about $80 to $100 per car.

We wish to say, in stating these facts, that there is no desire on the part of any member of this Committee to speak begrudgingly of the many advantages possessed by the citrus fruit growers over the deciduous fruit growers.

On the contrary, we feel that they are entitled to all the advantages and facilities that they possess, for, at best, the probabilities are, their profits are not great. Our only object in referring to the above is to show by comparison *why deciduous fruit shipments have failed to bring any profit* to the growers in recent years, and why *relief must come to them* in some way *or bankruptcy be their fate.*

It is believed that if a *six and eight day service* be given as prayed for, it will greatly aid DISTRIBUTION, because the fruit will then arrive at destination in a more sound and perfect condition, *which will permit it to be reshipped*, and forwarded to other localities from two hundred to five hundred miles distant. This result would not only multiply and broaden our markets, but would also give millions of people an opportunity to become consumers of our fruit, who before saw but little, if any, of it, and consequently knew nothing of its superior quality.

We have seen the individual consignee or firm in the large populous centers change for the quick and efficient auction salesroom, and regret to say that transportation service has not kept pace with the other improvements.

From the time when our Eastern fruit shipments began to assume large proportions until the last few years, there was a unity of action between the fruit growers and shippers to obtain, first, a reduction of freight rates to such a figure as would allow the shipment of large quantities, and, secondly, the securing of transportation services that would insure the arrival of our fruit, when properly matured and packed, in the best possible condition in the Eastern markets.

As the refrigerator car came more and more into use it was believed that the growers would be able to gather the fruit in a more matured condition, and would thus be able to deliver it to buyers in a more merchantable condition and it would reach the consumer in a higher degree of excellence as regards quality, but, alas! for the growers, their expectations were not realized, for the service of late years has been such that when a shipment was made to Chicago or Missouri River points, you would hear of it any time from nine to thirteen days, and when a shipment was made to New York or the Atlantic Coast points, it would arrive any time from eleven to nineteen days afterward.

In the past the length of time required in transit *detracted from the value of the fruit, and the irregularity tends to demoralize markets.* It causes the fruit to be exposed for sale in an over-ripe condition necessitating its immediate use, and it has to be sold to peddlers and the like, which always means low prices.

Many cars of fruit that were sold to outside Eastern points *were rejected simply on account of being over-ripe.* These were generally diverted to the auction rooms and helped to still further depress the market. These are instances that serve to illustrate the point we wish to make, which is, *the necessity for quicker transportation and a schedule time,* for the shipment of our fresh fruits.

The fruit which brings the best returns to the growers and shippers of California, is *that which arrives in such condition as to allow of its being rehandled or reshipped* from the distributing points in the East.

At present, because of the long and indefinite time made in transportation, the rule is to pack the fruit as green as possible, and much of it arrives at its destination in an insipid and almost worthless state, thus limiting its sale, and injuring the market for California fruits. *If we had better time, a better quality of fruit would be shipped,* because it could then be picked in a more matured state, and be received in better condition, thus enabling it to be rehandled and more widely distributed.

What is needed to make fruit-growing in California profitable is such a service that we can calculate definitely just when a car should reach a given point. The receiver will then know how to arrange for its sale, and the shipper will know from the character of the fruit shipped *to what point it will carry in good condition.* Then the danger of glutting the market will be greatly lessened.

A quick transportation service would be *beneficial to all the factors* engaged in the business; to the growers and shippers, quicker returns and better prices, and to the transportation companies, largely increased shipments. We feel safe in saying that there would have been *1,000 carloads more of fresh fruit shipped* from California the past season had we had reasonably fair service.

If relief does not come to the grower in some form, shipments of perishable fruits must necessarily decrease. Shipments would have been much lighter last year had not shippers had contracts and obligations which had to be fulfilled.

Apparently there was *no effort made to favor the shipment of perishable fruits,* for at the time we received some of our poorest service, we had carloads of dried fruit delivered in New York in thirteen days.

We have had *no reduction in freight rates since 1887,* and while the enormous increase of shipments of green fruit would seem to have warranted a reduction ere this, growers and shippers generally, we believe, would waive at this time the discussion of that subject if they

could be assured of a good schedule time service, *hoping that the necessary relief might come from it.*

The question is one of importance, not only to the growers and shippers, but to the people of the State as well.

California is a wonderful State. There is no other country of equal extent as rich in its natural resources. But the one thing that *makes it distinctively superior is its great horticultural resource.* With the proper utilization, by the powers that are, of the ways and means at their easy command, the fruit industry of the State could be built up to a magnitude equal, if not superior, in value, to all other interests combined. Notwithstanding the great beneficial influence the successful development and building up of this great industry would have upon the State, *there has been but little*, if anything, done up to the present time to bring about such a result, so far as the deciduous fruit interest is concerned.

It is true that there have been grand exhibits of this fruit and its products made in the important centers of the United States and Europe. The people who viewed this fruit wondered at its magnificence; *magnificent in size and beauty and possessing an excellent and superior flavor, and yet but little progress has been made, as evidenced by the late census*, in bringing people here to build up homes in the great agricultural districts of the State, for the reason, *that it could not be shown to the satisfaction of intelligent people, with means*, that there was any profit in growing this fruit.

Still more demoralizing is the fact that a large majority of those who in the last ten years have invested in planting deciduous fruit *are poorer to-day and many of them are bankrupt.*

It is earnestly believed by all those who are interested in the development of this great interest that the cause of failure to make it pay in the past is attributable to the lack of proper and permissible facilities for marketing our fruit. The facilities for marketing our green deciduous fruit in the East have been such of late years that *losses to the growers who shipped have been the rule, and profits the exception.*

Low and unprofitable prices for green deciduous fruit shipments have resulted in the growers drying their fruit instead of shipping it, with the result of *over-production of dried fruit*, with low prices prevailing; but the damage does not end here, for the large quantity of dried peaches, plums, pears, and apricots, etc., has demoralized the dried fruit market to a degree that *French prunes, for the first time in the history of the State*, are a drug in the market, with something like sixty or seventy per cent of the crop of 1900 unsold and on hand, much of which, no doubt, will be carried over until such time as it will materially interfere with and demoralize prices for this year's crop. There is but little doubt that the unusually large quantity of fruit dried by the growers last year, greatly interfered with the disposing of the prune crop at remunerative prices.

There is but little being done in the way of planting out new deciduous fruit orchards.

It is true that there are a few who still believe that it will pay to grow deciduous fruit. Their reason for so believing is based upon the hope and belief that a reduction in the cost of marketing will in some way come to the relief of the interest. *There were many times more of this class* eight and ten years ago, who with a spirit of enthusiasm invested their means, with the result that *losses have been sustained, instead of profits gained.*

As the trees in the old orchards are rapidly dying out, the question is being considered whether it is best to replace them with new ones, or change to something else, and as the best orchard land is especially adapted to dairy purposes, which interest is to-day upon a good paying basis, with fine prospects for its continuing to be so in the future, many are seriously considering whether it is not wise to make a change to it.

Such is the condition in which we find the deciduous fruit interests of the great Sacramento and San Joaquin valleys to-day, which shows that relief must come to it in some way, or the interest will be on the wane.

We hope and believe that great good will come to the fruit-growers of the State, if you will give them the service they so earnestly pray for, i. e., "*a schedule time that will place their fruit in Chicago and similar points in six days, and in New York and similar points in eight days.*"

The 26,000-Pound Minimum Carload

is another matter, one which we believe to be of vital importance, one which all parties interested in shipping green fruit East, with the exception of the transportation companies, believe and are morally certain, has had much to do with the demoralized condition in which green fruit shipments have arrived at Eastern points. This is the raising of the minimum carload weight from 20,000 to 24,000 pounds, and again from 24,000 to 26,000; the latter weight prevailing after July 1st, and 24,000 up to July 1st, each season. This rule was established, it is claimed, for the reason that the fruit is more delicate and tender up to July 1st than it is after that date.

This theory is radically wrong. *The most delicate and tender fruit is grown and matured in the hottest days of the season*, during July and August.

The shipments made during these months require great care and attention. They should be given all the *protection against damage from decay it is possible to give them*, in order that they may be received in such a condition that they can be disposed of at a profit to the grower.

If the date when 26,000 pounds is required to make a *carload were fixed to begin September 10th*, it would certainly result in great benefit to green fruit shipments.

It is necessary to draw your attention to only one or two facts further in this connection. Fresh fruit must reach the market by railroad. One car of fresh fruit processed makes *but one fifth of a car to transport*, and water transportation is available for processed fruit.

There is more than five times the volume of business for the railroad in an acre of fruit shipped fresh than there is in the same acre processed.

Respectfully submitted, with the request that everything herein be given careful consideration, with the further request that if any official connected with any of the transportation companies that handle California green fruit shipments, desire to consult with the Committee, it will afford this Committee great pleasure to arrange for such a meeting.

R. D. STEPHENS, Sacramento,
Chairman.
ALDEN ANDERSON, Suisun.
ALEXANDER GORDON, Fresno.
M. B. GESTER, Newcastle.
A. F. NAFTZGER, Los Angeles.

INDORSEMENTS

From All California and Eastern Firms Engaged in Shipping California Fruit to Eastern Markets.

San Francisco, Cal., February 8, 1901.

Mr. R. D. Stephens,

Chairman Fruit Growers and Shippers' Transportation Committee, Sacramento, Cal.

Dear Sir: Acknowledging receipt of your favor of the 7th inst., beg to say that we are in hearty accord with you on the transportation question, but would suggest that you ask the railroad companies for a five days' schedule to Chicago and an eight days' schedule to New York. This would permit the fruit to be sold in Chicago on the sixth day. We sincerely hope that your efforts may prove successful.

Yours very truly,

PORTER BROTHERS COMPANY.
By A. J. Hechtman, Vice-President.

Sacramento, Cal., February 4, 1901.

Hon. R. D. Stephens,

Chairman Transportation Committee, City.

Dear Sir: We note with interest, the effort being made to secure improved service and schedule time for the transportation of perishable products to Eastern markets.

It goes without saying that the green fruit industry of this State suffered materially by the delays incident to the unsatisfactory transportation service rendered during the past year.

The fruit industry of California easily outranks any other product, in commercial value, and has not yet attained its meridian. With a wider distribution, which is being rapidly accomplished, the possibilities are practically limitless. Such being the case, it certainly merits thoughtful attention.

No doubt, when the matter is properly presented to them, as it will be, the transportation companies will see their way clear to arrange

better facilities for the future carrying of fresh fruits to Eastern markets, and will arrange for the desired expedited service and schedule time, not to exceed say six days to Chicago and eight days to New York and other far Eastern points.

With best wishes for the successful efforts of the Committee on Transportation appointed at the State Fruit-Growers' Convention held in San Francisco, December last, who have this matter in hand, and assuring you not only of our appreciation of and sympathy with the effort being put forth, but also of our desire to assist in any way we can in the good work, we are,

Yours very truly,

EARL FRUIT COMPANY,
GEO. B. KATZENSTEIN,
Vice-President and Treasurer.

VACAVILLE, CAL., February 7, 1901.

R. D. STEPHENS, ESQ.,
Sacramento, Cal.

DEAR SIR: Yours of the 4th inst., containing inclosure, duly received, and in reply would say, I approve all the subject-matter in your request for a definite time schedule for deciduous fruits for the ensuing year. You cannot too strongly urge this upon the transcontinental railroad people, as the future of the deciduous fruit shipments depends upon better service than we have had the past year.

Hoping you will be successful, I remain,

Yours truly,

FRANK H. BUCK.

NEWCASTLE, CAL., February 15, 1901.

MR. R. D. STEPHENS,

Chairman Committee on Transportation, Sacramento, Cal.:

DEAR SIR: Responding to your courteous letter of recent date, would respectfully say that we are heartily in favor of urging upon the Southern Pacific and connecting lines the necessity of an improved time service in delivery of cars containing green fruit to Missouri River and distant Eastern markets.

We believe that the officials of that company already recognize the subject's importance, having been favorably impressed by friendly discussion and a presentation of facts calculated to show the losses sustained by growers and shippers during the season of 1900. An increase of equipment, which now seems assured, and the completion of many improvements on the Union Pacific, to us indicate the probable elimination, in the near future, of irritating annoyances which were responsible for vexatious delays.

Six days to Chicago and eight to New York would practically mean prompt and satisfactory service for *every* market of importance east of the Missouri River. The realization of such an expectation is not inconsistent, nor can the request for an adoption of such a schedule be regarded as unreasonable.

Nine and ten days to Chicago, with an occasional variation beyond that limit, twelve and fourteen days to New York, which was the case last year, explains the reason for over-ripe arrivals and consequent disastrous results.

A feature which is not often alluded to, though always an attendant upon slow time, is the injury of fruit by reason of rapid shrinkage of ice, occurring between stations, *after* the expiration of what might be termed the usual schedule limit. Presuming, for example, that the average limitation between two given points is three days, a failure to arrive until the fourth is an interference with the proper maintenance of an equable temperature, which is essential in preserving perishable commodities while in transit.

All these difficulties, however, will be a matter of past history once there is an improvement in time service. We hope your anticipations will be realized, and trust the railroad officials will favorably consider your memorial.

Yours very respectfully,

W. J. WILSON & SON.

AUBURN, PLACER CO., CAL., January 31, 1901.

MR. R. D. STEPHENS,

Chairman Committee on Transportation, Sacramento, Cal.

DEAR SIR: I wish to address you, on behalf of our company, with the object of expressing our hearty indorsement and support of your effort to procure a better transportation service of deciduous fruits for our growers.

Small as our business has been in the past (we shipped about 120 carloads of green fruits to Eastern markets during the season of 1900), we figure that our growers suffered a loss of at least $10,000 last season, entirely owing to the slow and unsatisfactory service of transportation. We shipped hardly a single carload of grapes or Bartlett pears but what we had complaint of the fruit arriving in over-ripe condition. All claim that in nine cases out of ten this state of things was caused by the unnecessary length of time required for transporting our fruit to its destination, and we fear that unless we can obtain speedy relief in this respect, our loss will be still heavier during the coming season of 1901.

We therefore hope that your committee will succeed in your noble efforts to procure for our growers a *reliable* and reasonable schedule of time of transportation. As we have occasionally had cars reach Chicago and similar points in six days, and New York in eight days, we are convinced that the transportation companies *could*, if they *would*, give us a guarantee that in future our green fruits should be laid down in the above-mentioned markets in the time specified, and in other Eastern points in equally reasonable time.

Again expressing our appreciation of your good work toward this end, we are,

Yours truly,

AUBURN COÖPERATIVE FRUIT CO.

F. DE GOMEZ, Manager.

COLFAX, PLACER CO., CAL., February 6, 1901.

MR. R. D. STEPHENS,
Sacramento, Cal.

DEAR SIR: Replying to your request that we sign the Memorial sent us, we will state that our Association held their annual election on February 2d, when it was submitted to them, and they decided not to sign it for the reasons:

First, they know that the railroad companies will not give a guarantee to deliver cars at reduced schedule time—they can better afford to give a reduction in freight; also, we had already written a letter stating facts about the cost of fruit to the East, to Mr. Hays, and your Memorial says that you will waive the right to ask for a reduction in freight, and that is the only remedy that we think will help out in the fruit business.

Had that clause in your Memorial been left out, we would have all signed it, and as we had written a letter to President Hays, asking for a reduction, we could not sign your paper waiving all right.

If at any time we can help you in that line, we will readily sign or join any association for that purpose.

Yours,

COLFAX MOUNTAIN FRUIT CO.
By A. G. BELL, Manager.

PENRYN, PLACER CO., CAL., March 11, 1901.

MR. R. D. STEPHENS,
Sacramento, Cal.

DEAR SIR: We most heartily indorse your efforts to obtain from the railroad companies an expedited service for fruit to Eastern points from California. It is a matter of most vital importance, as we have suffered severely in the past from not having had this service.

Six days to the Missouri River and eight to Chicago would mean a great advantage to shippers who would then be able to land fruit at those points in salable condition.

Yours very truly,

PENRYN FRUIT COMPANY.
By H. E. BUTLER.

NEWCASTLE, CAL., February 2, 1901.

R. D. STEPHENS,

Chairman Committee on Transportation, State Board of Horticulture.

DEAR SIR: I most heartily join in your respectful request of the transportation companies, to give all fresh fruit shippers a regular schedule time of transportation, viz: six days to Chicago and common points, eight days to New York and contiguous points.

I sincerely hope that your prayers, joined with ours, may bring us this much-needed relief, and remain,

Yours truly,

GEO. D. KELLOG.

LOS ANGELES, CAL., February 8, 1901.

MR. R. D. STEPHENS,

Sacramento, Cal.

DEAR SIR: Returning herewith the Memorial to the Transportation Companies, which I have signed, I have to say, that while it certainly expresses the sentiment which was developed in the State Convention, I have some doubts as to whether it is not too conservative on the subject of reduced refrigerator charges, if not freight tariffs. It was very evident that the growers in the convention were disposed to waive the question of rates, if they could get an expedited service. This being the sentiment of the deciduous fruit shippers, certainly we of the south could not object.

Yours very truly,

A. H. NAFTZGER,

President and Manager Southern California Fruit Exchange.

VACAVILLE, CAL., February 7, 1901.

R. D. STEPHENS, ESQ.,
Chairman Committee on Transportation.

DEAR SIR: We have carefully read the Memorial prepared by your committee for submission to the various transportation companies engaged in handling our deciduous fruits, wherein it is shown that our very existence as fruit-growers is dependent upon the securing of a definite and uniform time schedule upon the lines laid down therein, and we give the same our unqualified and hearty indorsement.

There is one matter that intimately concerns the keeping and carrying qualities of our fruit that you have not mentioned. This matter being directly under the control of the transportation companies, should, it seems to us, be brought to their attention at this time; we refer to the minimum of 26,000 pounds to make a carload after July 1st. In order to get this amount in an ordinary refrigerator car, it is necessary to load so high that the fruit in the top layers is nearly always received in a soft and decaying condition; this is always true to a certain extent under the most favorable circumstances, but as it is a well-known fact that the warm air rises in the car, and stays as near the roof as possible, it follows that the nearer the roof the load is carried, the poorer the fruit will arrive. In our opinion, this compulsory minimum has had considerable to do with our bad results, and we hope that your Committee will not fail to take this matter up vigorously with the railroad people, who do not, we feel sure, realize the harm that this restriction is doing us.

Trusting that your efforts will be crowned with the success they deserve, we remain

Yours truly,

PINKHAM & McKEVITT.

Indorsement From the Sacramento Valley Development Association, Representing Twelve of the Largest and Most Productive Counties in the Great Sacramento Valley.

OFFICE OF
SACRAMENTO VALLEY DEVELOPMENT ASSOCIATION,
COLUSA, CAL., March 11, 1901.

MR. J. KRUTTSCHNITT,
General Manager Southern Pacific Company.

DEAR SIR: At a meeting of this Association, held in Sacramento, March 9, 1901, an indorsement of the Memorial of the California Fruit-Growers, wherein they ask for a reduction of time for transportation of green fruits to Eastern points, was made.

We ask that the request of the California Fruit-Growers' Association receive favorable consideration.

Yours truly,

F. E. WRIGHT, Secretary.

Letters From Receivers, Representing the Great Fruit Commission Houses, Showing that a Quicker Run to Chicago and New York Would Be of Almost Incalculable Benefit to the Fruit Growers and Shippers of California.

IT HAS BECOME AN ABSOLUTE NECESSITY THAT CALIFORNIA FRUIT GET EAST IN SEVEN OR EIGHT DAYS.

NEW YORK, February 20, 1901.

MR. R. D. STEPHENS,

Chairman Fruit Growers and Shippers' Transportation Committee, Sacramento, Cal.

DEAR SIR: Replying to your favor of the 5th inst., relative to the efforts being made with the railroad people to obtain a material reduction in the time taken in the past to get deciduous green fruit from California to the East, beg to say that it is of the utmost importance, and we shall be glad to aid in every way the good work.

We have handled this deciduous business here since 1888, have seen it grow to great proportions, and much to our regret have seen the business of the past few years in bad shape, principally owing to the condition in which the fruit has been delivered in this city. The cars have averaged about fourteen days in making the trip to New York, the result being that the fruit was generally soft, or, at least, not in the condition it should be to successfully market same at any profitable price, because this fruit arrives here mostly during our hottest weather, and where it should "stand up" for a few days after arrival, to allow of its being sent to near-by points that want it, it has generally been in such bad shape as to make it absolutely necessary to consume the same the day it gets here, or, at the latest, the day following. If not, it decayed rapidly.

If your committee could induce the railroad to give us a *seven* or *eight* day schedule from California to New York, it will certainly change the entire situation, because then the fruit will arrive here sound and with some sort of keeping qualities, which for the past two years it certainly has not, owing to the long time en route, and we cannot too forcibly impress upon you this fact.

The deciduous fruit from your State is superb, but you know perfectly well that if it arrives here with decay, or in such a soft shape as to render it quickly perishable on exposure to the heat, its quality and excellence go for little with our people. True, the consumption in this immense city is very heavy, but we have points within 100 miles of New York that would take heavy quantities from our daily auctions if the merchants in those cities could feel safe that the fruit would reach them the next day in a sound condition. We know many of these people

who tried, but abandoned the business, because they could not get the fruit to them sound, and we firmly believe that if the railroads will give us a service suitable to such perishable fruit, the quantity coming to New York will materially increase.

If anything, we have not made this strong enough, but having handled this California deciduous business here for so many years, we claim to be in a position to judge well of the effect on the market if we could only have sound fruit.

We beg that your committee will do its utmost, and earnestly trust *that the railroad people will see that it is an absolute necessity* that this fruit should be put through in *seven* or *eight* days to New York City.

We remain, respectfully yours,

SGOBEL & DAY.

WOULD GREATLY BENEFIT FRUIT INDUSTRY—FRUIT LAST YEAR ARRIVED IN CHICAGO IN BAD CONDITION.

CHICAGO, February 15, 1901.

MR. R. D. STEPHENS,

Chairman Fruit Growers and Shippers' Transportation Committee, Sacramento, Cal.

DEAR SIR: Replying to your favor of the 5th, relative to six days' schedule train service to Chicago on green fruit, and eight days' service to New York.

There is no doubt but that a regular and reliable service by the railroads, based upon the above-mentioned schedules, or even shorter time, if possible, would be of great benefit to the fruit industry of California, by reason of getting the fruit into market in condition to stand reshipment to the various small cities and towns.

On account of the serious delay occurring during the season of 1900, the bulk of the fruit arrived at Chicago in an over-ripe condition, so that it was not fit for reshipment.

Believing that with a six days' schedule we will have no trouble in greatly increasing the demand for California fruits throughout this entire section, this, as you know, would be beneficial not only to the grower, but to the shipper and consumer alike.

Trusting that you will be successful with the railroad companies in securing a six days' schedule to Chicago, we remain,

Yours truly,

PORTER BROTHERS COMPANY.
By JAMES S. WATSON, President.

THE SERVICE ASKED FOR, IF GRANTED, WOULD GREATLY AID IN DISTRIBUTION IN EASTERN MARKETS.

BOSTON, February 16, 1901.

MR. R. D. STEPHENS,

Chairman Fruit Growers and Shippers' Transportation Committee, Sacramento, Cal.

DEAR SIR: We are in receipt of your valued favor of the 5th of February, also copy of resolutions to be presented to the railroads handling shipments of California fruit, which we have carefully noted.

Think you have, in these resolutions, made a very able argument in favor of expedited freight service to Chicago, New York, and Boston; which, of course, means equally as good service to other points along the Atlantic coast where California fruit is disposed of in large quantities.

Don't know of any additions or suggestions which we could make in any way, as we think you have covered the ground thoroughly.

Answering your special questions regarding this matter, would say, to the first: It is our opinion that the service asked for, if granted, would greatly aid in the distribution of deciduous fruit in Eastern markets, from the very reasons suggested in your resolutions; that, having arrived in Eastern markets in better condition, a greater portion of it would be fit for reshipment to mountain and seashore resorts, where the greater part of this fruit is used during the hot summer months in this section. Heretofore, and especially last season, when fruit came through in such ripe condition on account of delay in transit, the greater part of it was unfit for reshipment. Naturally, this curtailed the consumption to a great extent.

It can be readily understood that, if the percentage of fruit for reshipment arriving in these cars was larger, an improved service would be beneficial to grower, shipper, receiver, jobber, and consumer alike. We think the above explanation answers your second question also.

You may be assured that your efforts in this direction have our hearty support, and we hope that you will be successful in obtaining much better service than you have had in the past.

Yours very truly,

PORTER BROTHERS COMPANY.
By F. E. FLETCHER, Manager.

THE TIME ASKED WOULD BE OF GREAT BENEFIT TO CALIFORNIA GROWERS—FRUIT COULD THEN BE SAFELY DISTRIBUTED TO POINTS HUNDREDS OF MILES DISTANT.

PHILADELPHIA, February 13, 1901.

R. D. STEPHENS, ESQ.,

Chairman Transportation Committee, Sacramento, Cal.

DEAR SIR: Your favor of the 5th inst. at hand and noted. We are very glad indeed to know that those interested in California deciduous fruits are making an effort to secure a regular schedule service for the transportation of deciduous fruits to Eastern markets.

Replying to your question, "Would the time asked for, if granted, aid distribution?" would say that it certainly would. The fruit would then arrive in a condition suitable for reshipment to outside points, and consequently there would be more of it shipped.

The trouble during past seasons has been that fruit has arrived, owing to poor time on the part of the railroad companies, in tender condition, and as fruit in this condition could not be safely reshipped to outside points, the demand was curtailed.

If cars arrived in Philadelphia and other auction centers in eight days, results generally would be vastly different from what they have been in the past. Fruit could then be safely distributed to points hundreds of miles distant from auction centers, and there can be no doubt but that under these circumstances consumption would be largely increased, and better prices would rule in all markets. The dealers, then, located in auction centers could buy the fruit without fear of it netting them a heavy loss if held for a day or two.

The low prices which ruled during last season were largely due to the fact that most of the fruit was delayed en route and arrived in over-ripe condition.

If a petition addressed to the transportation companies, asking for better service on California deciduous fruits, was circulated among the dealers here, there is none of them but would be glad to sign it, as they are all interested in seeing the fruit arrive in good condition.

Trusting that you will be successful in your efforts to have the transportation companies grant the service so much needed, we are,

Yours very truly,

EARL FRUIT COMPANY.
R. J. FRAZER, Manager.

WOULD MATERIALLY AID FRUIT INDUSTRY—LARGE QUANTITIES COULD BE HANDLED IN THE SMALLER CITIES.

MINNEAPOLIS, February 12, 1901.

MR. R. D. STEPHENS,
Sacramento, Cal.

DEAR SIR: Your favor of the 5th, relative to six days' schedule train service to Chicago on green fruit, and eight days' service to New York at hand. We believe that a regular and reliable service by the railroads, based upon the above-mentioned schedules, or shorter time schedules, if possible, would very materially aid the fruit industry of California, by reason of getting the fruit into market in a better condition, and a saving of three or four days would enable us to dispose of large quantities of fruit to the local trade in the cities and towns outside of St. Paul and Minneapolis, where at the present time they cannot handle fruit in carload lots, and where express and local freight shipments of small quantities are at present made, whenever the fruit arrives in a sufficiently sound condition to carry.

The larger auction markets will be relieved to a very great extent if we can get fruit East in such condition that it can be reshipped, and it would mean the realization of better prices by the California grower. We wish success in your efforts.

Yours truly,

PORTER BROTHERS COMPANY,
By S. J. PALMER, Secretary.

A UNANIMOUS DESIRE EXPRESSED BY THE DEALERS IN CALIFORNIA FRUIT FOR SUCCESS OF THE MOVEMENT—BENEFITS TO BE DERIVED ARE NUMEROUS.

NEW YORK CITY, March 1, 1901.

HON. R. D. STEPHENS,
Chairman Transportation Committee, Sacramento, Cal.

DEAR SIR: Your communication of the 5th ultimo, *in re* shortening of time on delivery of fruit shipments by transportation companies to Eastern points, was duly received, and delayed in reply owing to the absence of the writer.

We heartily commend the movement looking to the establishment of a "six days' schedule service to Chicago and similar points, and an eight days' schedule service to New York and similar points." The benefits to be derived are numerous, and many have already been pointed out.

The chief benefit to be derived from a schedule time card such as is proposed, aside from the better condition of fruit, would be the ability to count upon the arrival of shipments and the disposition of the same in the auction room, etc.

Our experience during the past season was such as to preclude the possibility of handling or placing cars until their arrival at Chicago en route to New York. If we had the assurance of a time schedule, we could regulate our sales and avoid, in many cases, what is known as a glut or over-supply.

Without pursuing the matter in detail, will say in conclusion, with an intimate and personal knowledge of the opinions and requirements of the Eastern trade in fresh fruits, that we are quite sure we voice the sentiments of all concerned when we assert a unanimous desire for the success of the movement above referred to.

Yours very truly,

EARL FRUIT COMPANY,
By C. E. Thurston, Manager.

THE QUICKER THE TIME THE BETTER WILL BE THE RESULTS—SERIOUS LOSSES HAVE BEEN SUSTAINED ON ACCOUNT OF THE SLOW TIME MADE.

Boston, Mass., February 11, 1901.

Hon. R. D. Stephens,
Chairman Transportation Committee, Fruit Growers and Shippers' Association, Sacramento, California.

Dear Sir: We note your letter of February 5th, inclosing copy of Memorial to the Transportation Companies who handle Eastern shipments of California fruits, with the object of obtaining better time service on shipments to Eastern points. We, as well as all others interested in California fruits, realize the fact that the quicker the service the better the results to be obtained.

The service the past season has been much poorer than in former years, and there is no doubt but what the fruit business has suffered serious losses on this account. The average time on our cars the past season between Sacramento and Boston has been between twelve and thirteen days. On perishable fruit shipped during the hot months this extra time in transit means a very serious loss.

Hoping that you will be successful in your efforts for better service, we remain,

Yours very truly,

EARL FRUIT COMPANY.
A. H. Brown, Manager.

THERE SHOULD BE A FIXED TIME SCHEDULE—SIX DAYS TO CHICAGO AND EIGHT DAYS TO NEW YORK.

CHICAGO, ILL., March 14, 1901.

HON. R. D. STEPHENS,

Chairman Transportation Committee California State Fruit Growers and Shippers' Association, Sacramento, California.

DEAR SIR: I must apologize for the delay in answering your communication of February 4th, due to my having been away from Chicago a good portion of the time during the past month; and as the subject-matter referred to and the questions pertaining thereto are of such vital importance to such a vast number of people, we wished to give the matter proper consideration before replying.

Transportation is capable of affording to mankind benefits of untold proportions. In no other field of exchange of products and resources between man and man, can the importance of these benefits be greater than in the matter of transportation of perishable fruits.

As I am particularly interested in, and in close observation of the redistributing of California fresh fruits after they have ended an overland journey of 2,500 miles, the condition of and prospects for the fruit on arrival at Chicago naturally come under my closest scrutiny.

The outcome of the California deciduous fruit season of 1900 is now a matter of history, and how unsatisfactory were the results is patent to all concerned.

In my opinion, the one *first great step toward improvement is quick and reliable transportation to Eastern markets.*

The time and uncertainty in transit in the past have been simply vexing. That much better service is possible is amply shown by the fact that only a few years ago oranges were transported from Southern California to Chicago in *six and one half days*, and that *entirely voluntarily on the part of the railroads.*

There should be a fixed schedule of time in transit for deciduous fruits of not to exceed *six days to Chicago and eight days to New York.* This would benefit the fruit intrinsically in two points—First, with the assurance of a six days' service, better fruit would be shipped; that is, more mature fruit, and then we would not so often hear the complaints of Easterners that "California fruit has to be shipped half green, consequently we can never get it in its prime."

Second, such fruit would arrive in much firmer condition. Therefore, instead of half-ripe fruit in poor condition, we would have better fruit arriving in a harder condition, and thus *redistribution to smaller cities and towns would be immensely aided.*

Because, the fruit would stand being re-shipped to most points by *freight* (*instead of by express*), making the cost to the buyers much less,

and encourage larger purchases; and the *very railroads* who first bring the trainloads of fruit to the large markets would get *three quarters* of that fruit for another haul to local points, whereas under the existing service, *only a small proportion of the fruit arrives fit for reshipping*, and most of that *has to go by express*, making the cost to the consumer much higher, and consequently curtailing the business.

It is my firm belief that a reliable schedule service of not exceeding six days to Chicago and eight days to New York would be a great blessing, not only to the growers and dealers by increasing distribution, but would at the same time furnish the railroads a large additional amount of traffic, as shown above.

Furthermore, with proper transportation service, viz: *a dependable six-day service to Chicago*, and *eight days to New York*, there might be encouragement to further increase the crops and business; whereas, on the other hand, the very opposite is certain to ensue.

Assuring you of a spirit of hearty coöperation in the matter, and sincerely hoping for the success of this movement, I remain,

Very respectfully yours,

C. M. MOHR,
Manager Earl Fruit Company, Chicago.

Indorsements received after this date will be promptly forwarded in circular form to the several Transportation Companies above named.

R. D. STEPHENS,
Chairman Fruit Growers and Shippers' Transportation Committee.

SACRAMENTO, March 20, 1901.

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